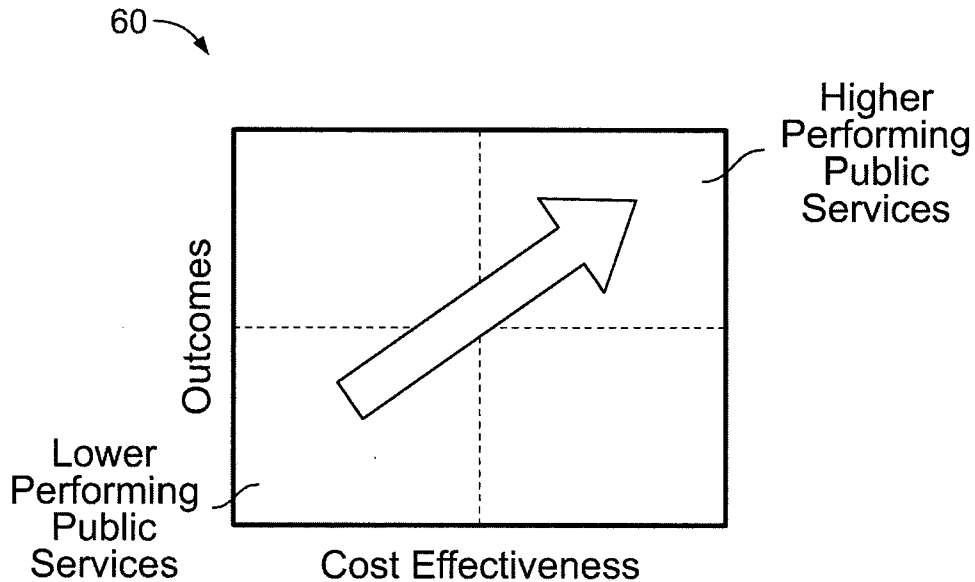


- Different Combinations of Growth and Spread Drive Intrinsic Value Creation for Shareholders and Stakeholders
- Enterprises can Map their Future Trajectory and Take Appropriate Action (Long Term Strategy and/or Immediate)

FIG. 1



- "Outcomes" are a Weighted Basket of Social Achievements
- "Cost Effectiveness" =
$$\frac{\text{Outcomes}}{(\text{Annual Expenditure} - \text{Cap Ex} + \text{Capital Charge})}$$
- Hypothesis = Greater Value is Created Through Generating Improved Outcomes in a More Cost Effective Way

FIG. 2

REPLACEMENT SHEET

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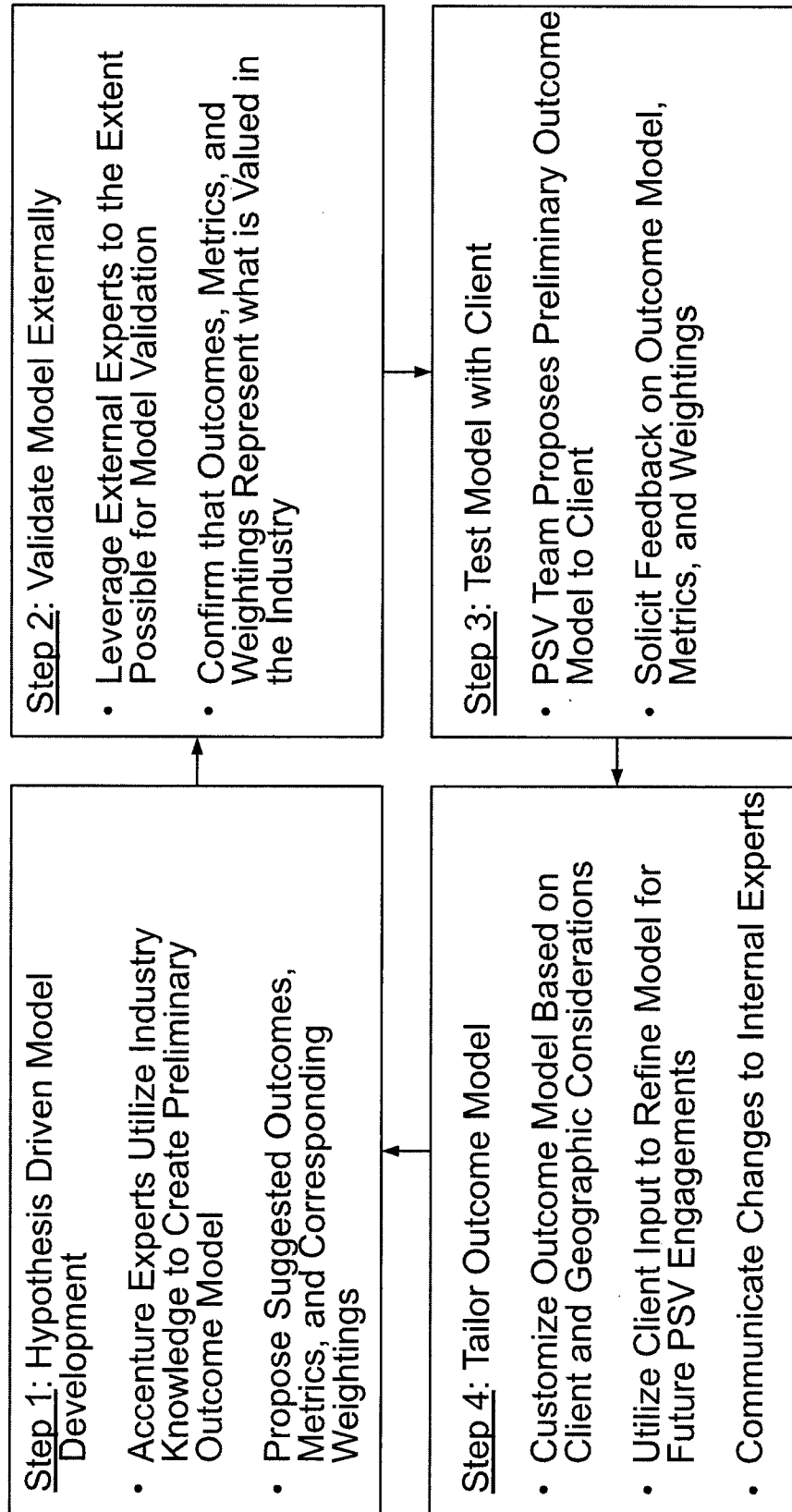


FIG. 3

REPLACEMENT SHEET

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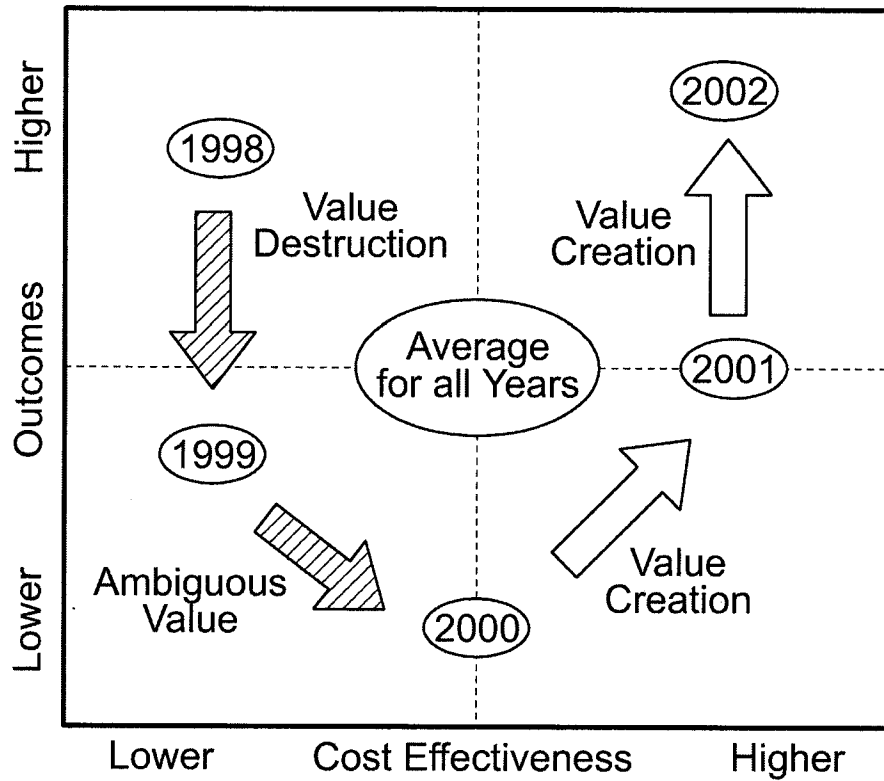


FIG. 4

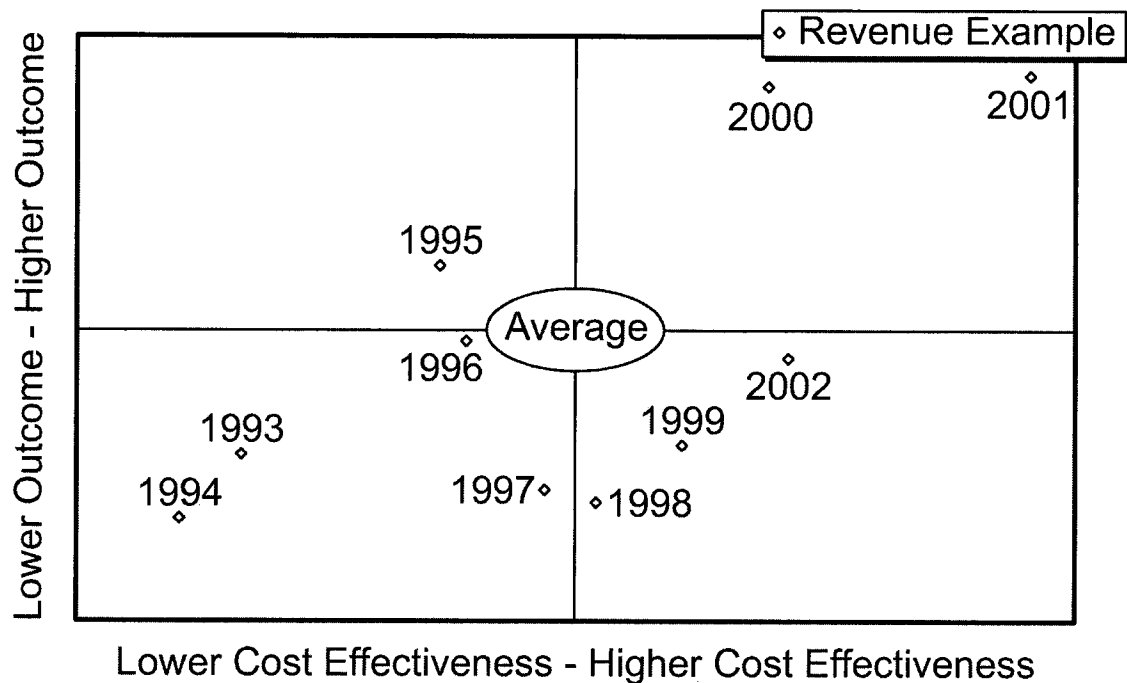


FIG. 6

REPLACEMENT SHEET

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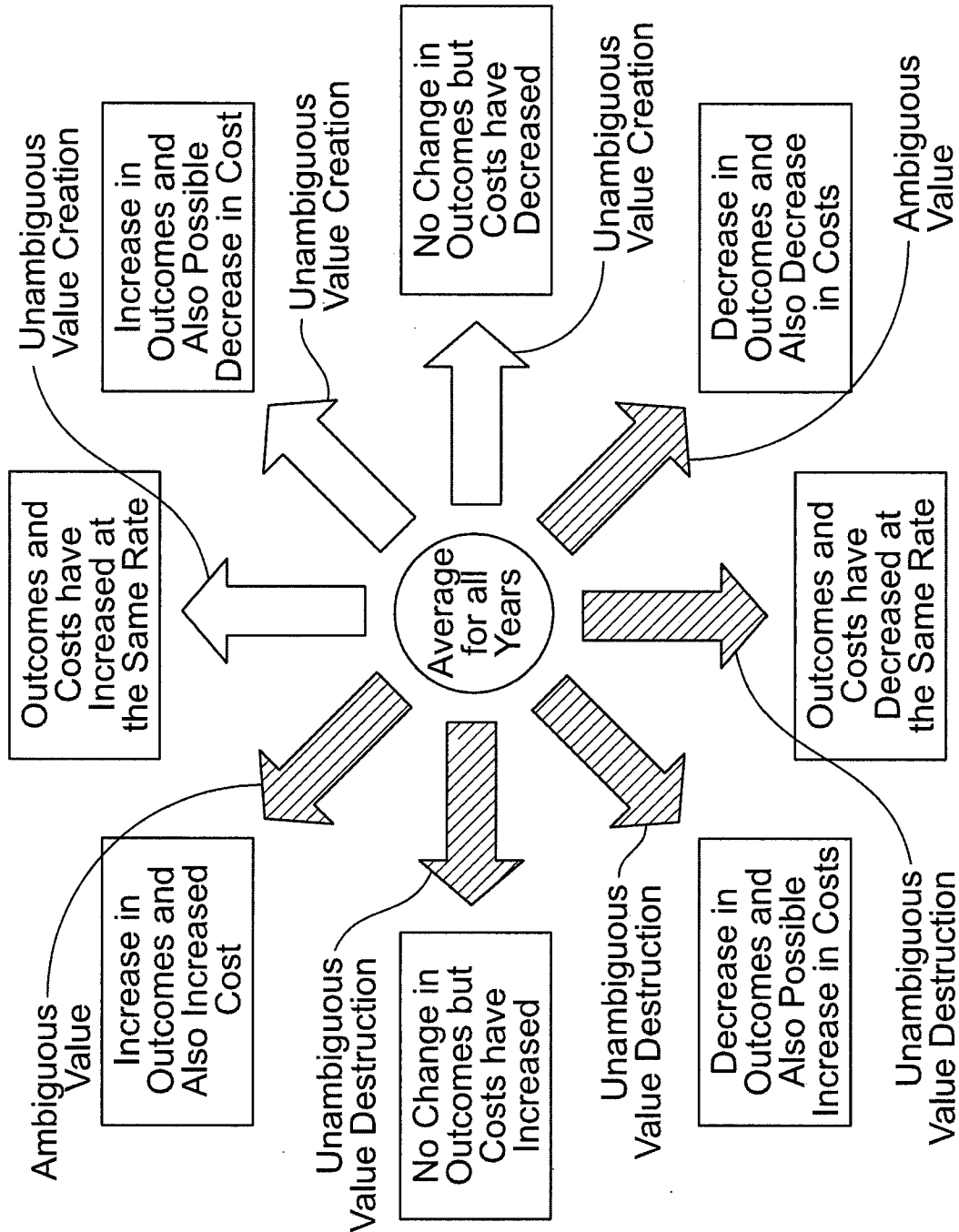


FIG. 5

REPLACEMENT SHEET

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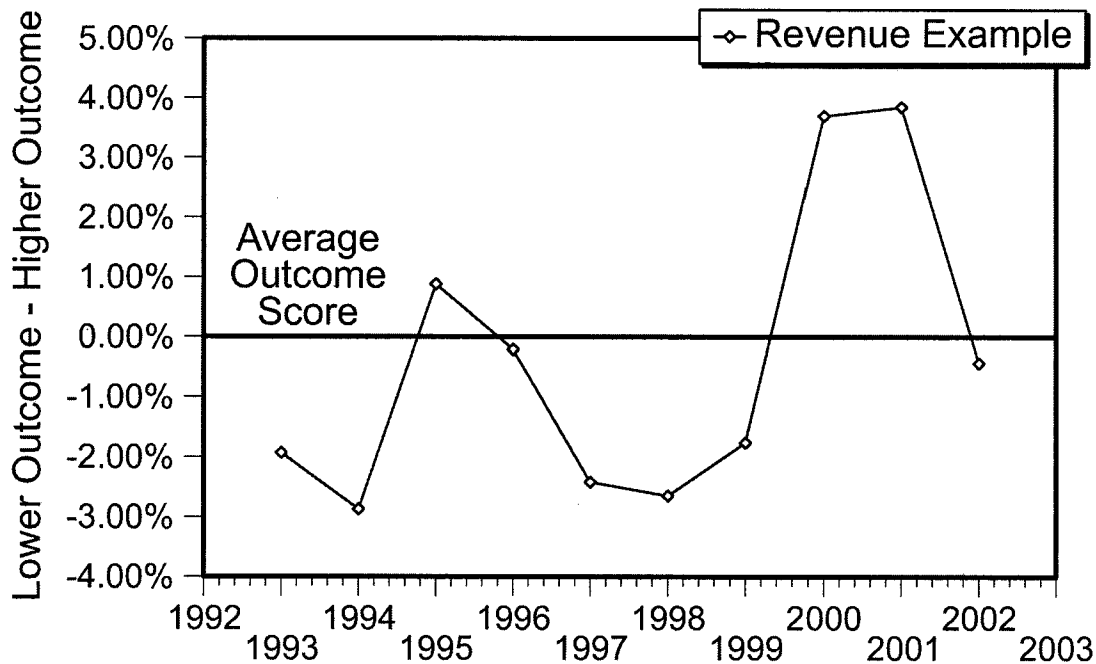


FIG. 7

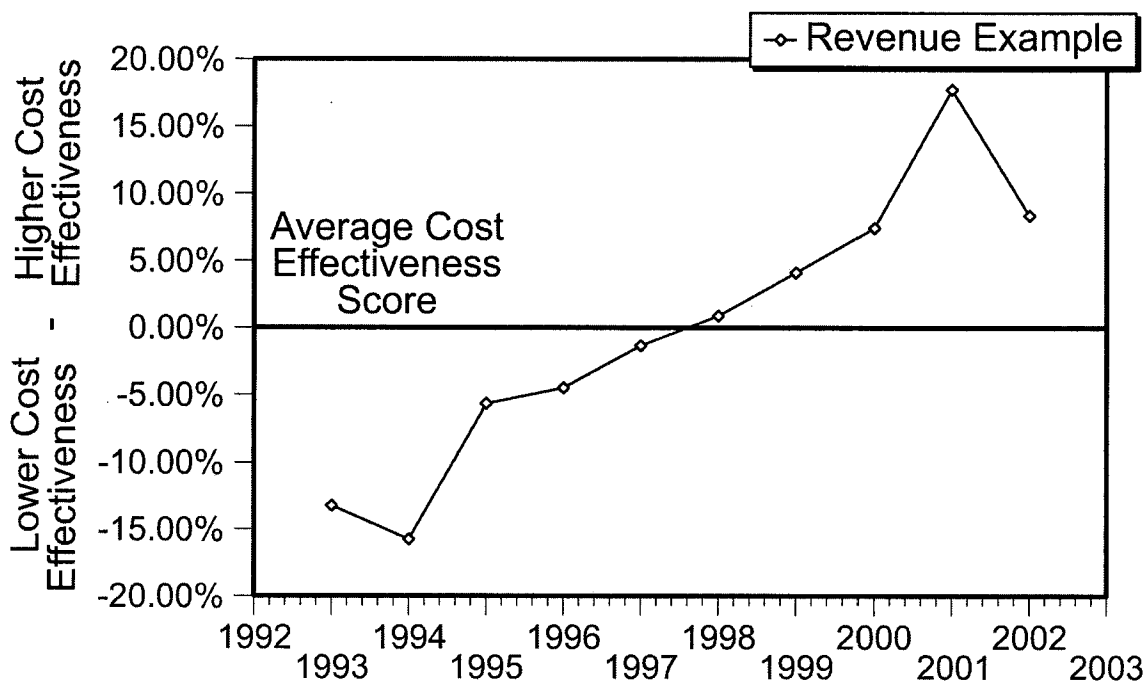


FIG. 8

REPLACEMENT SHEET

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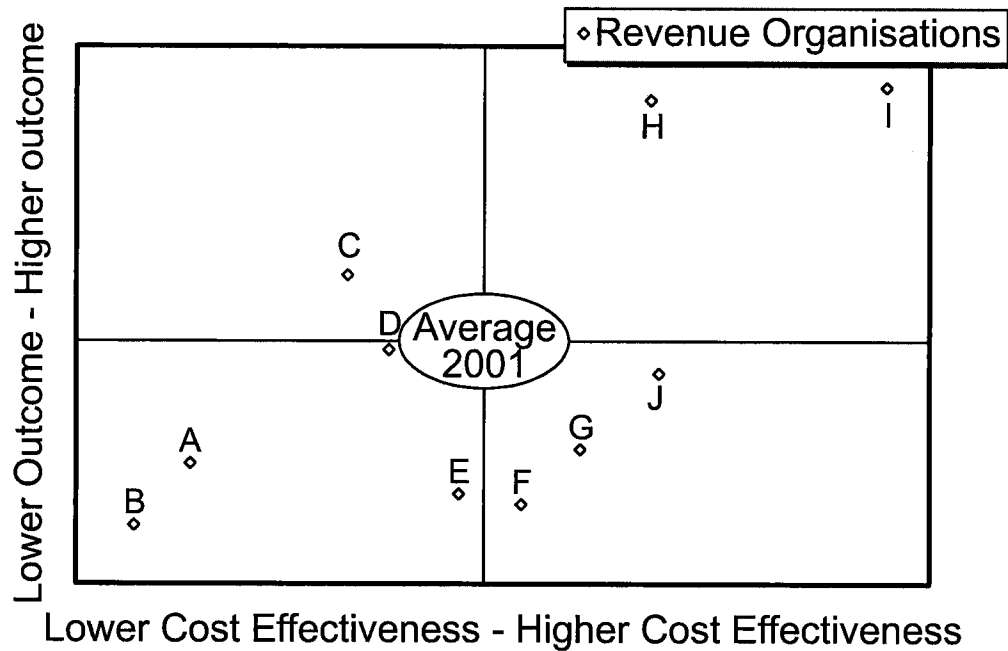


FIG. 9

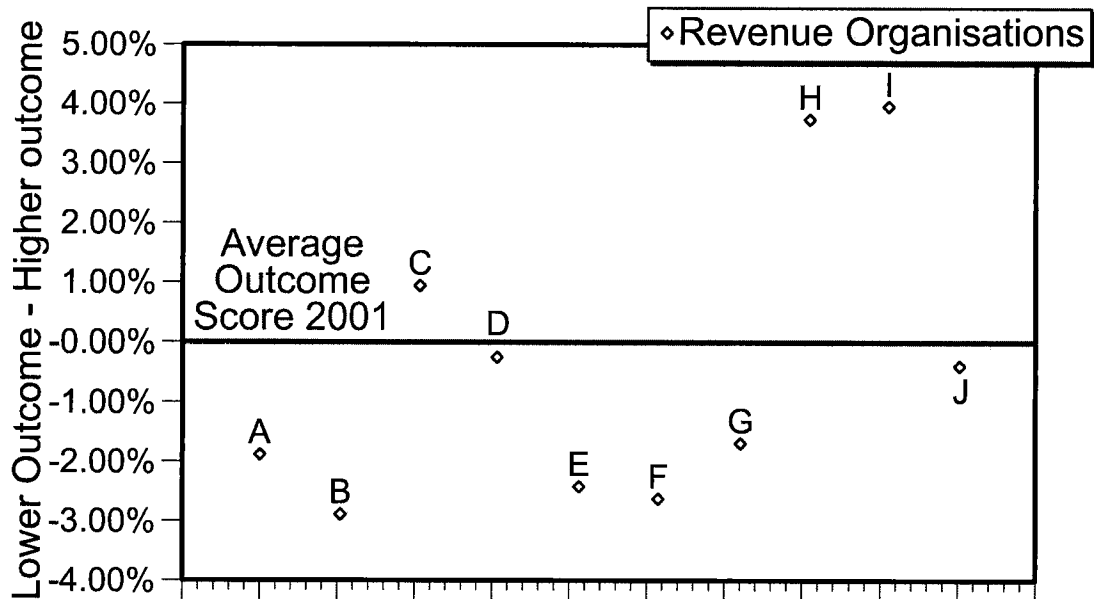


FIG. 10

REPLACEMENT SHEET

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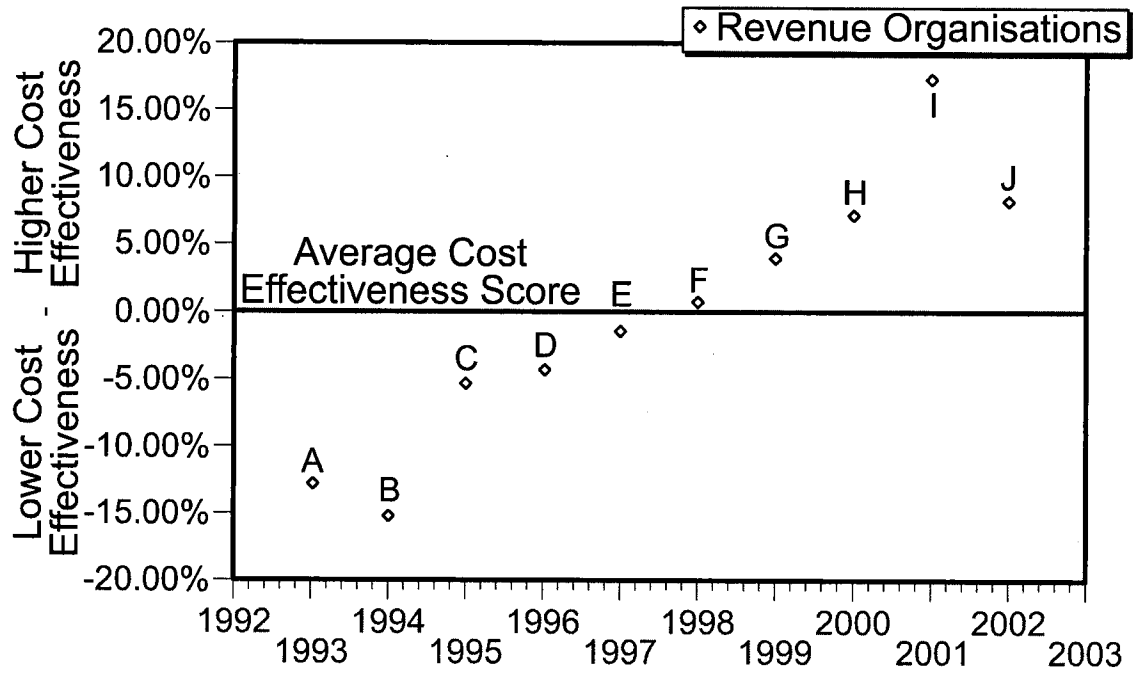


FIG. 11

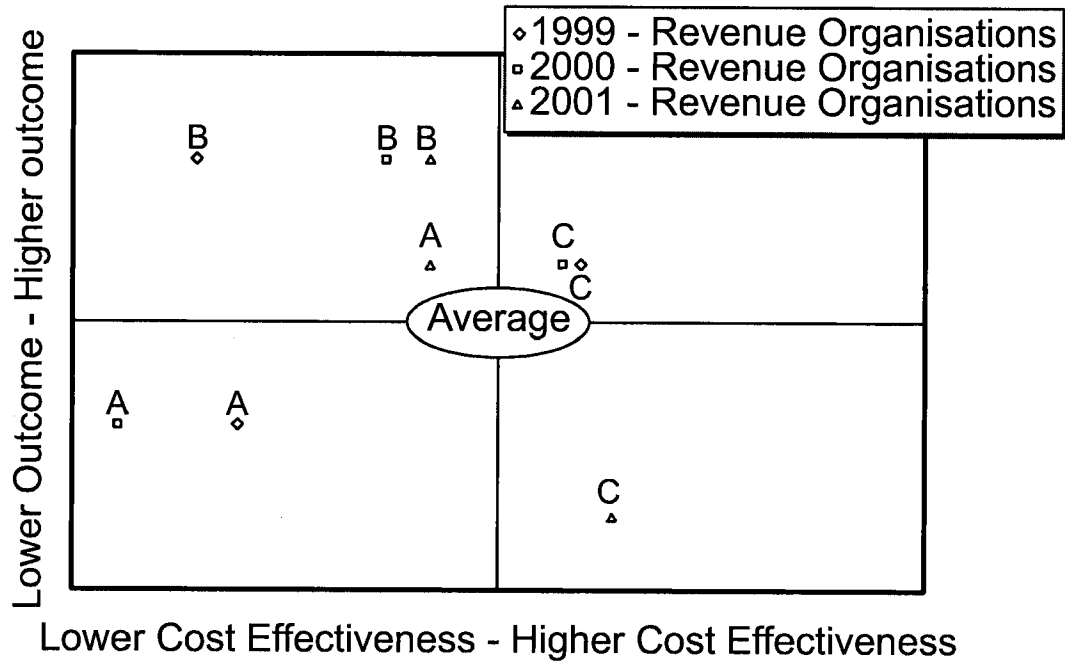


FIG. 12

REPLACEMENT SHEET

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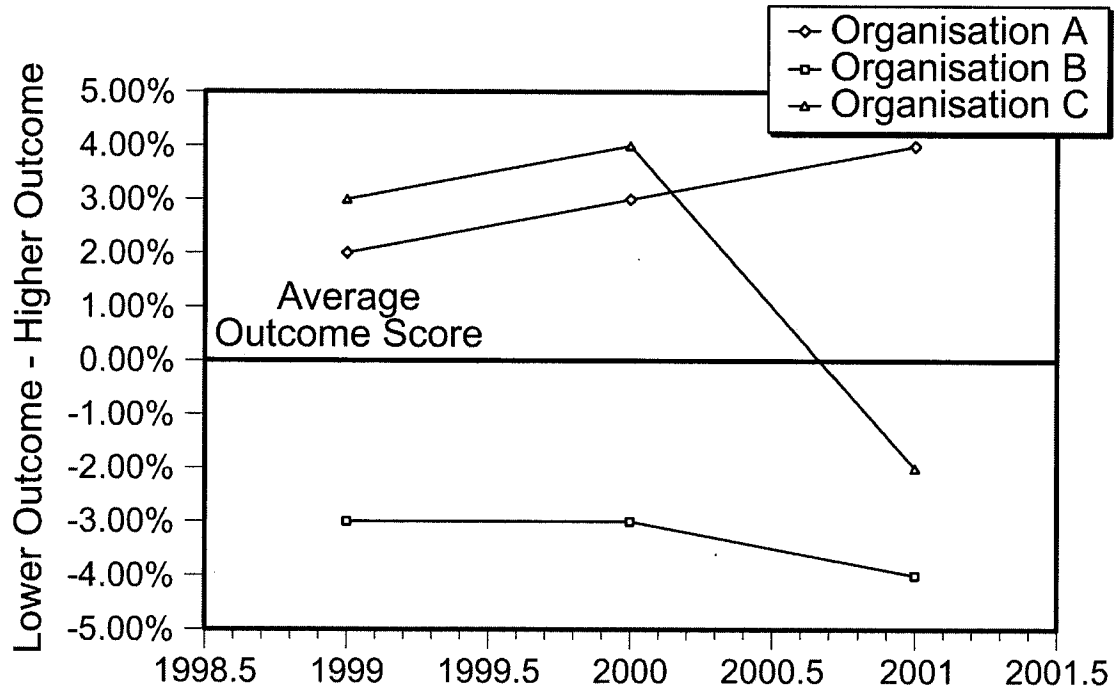


FIG. 13

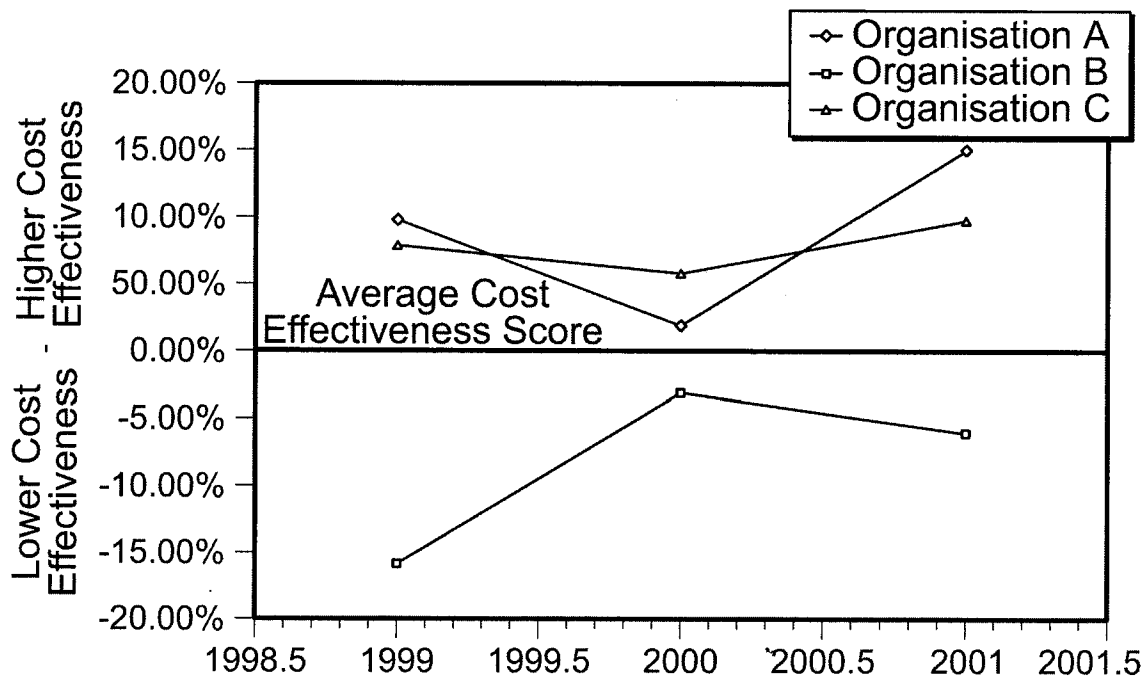


FIG. 14

REPLACEMENT SHEET

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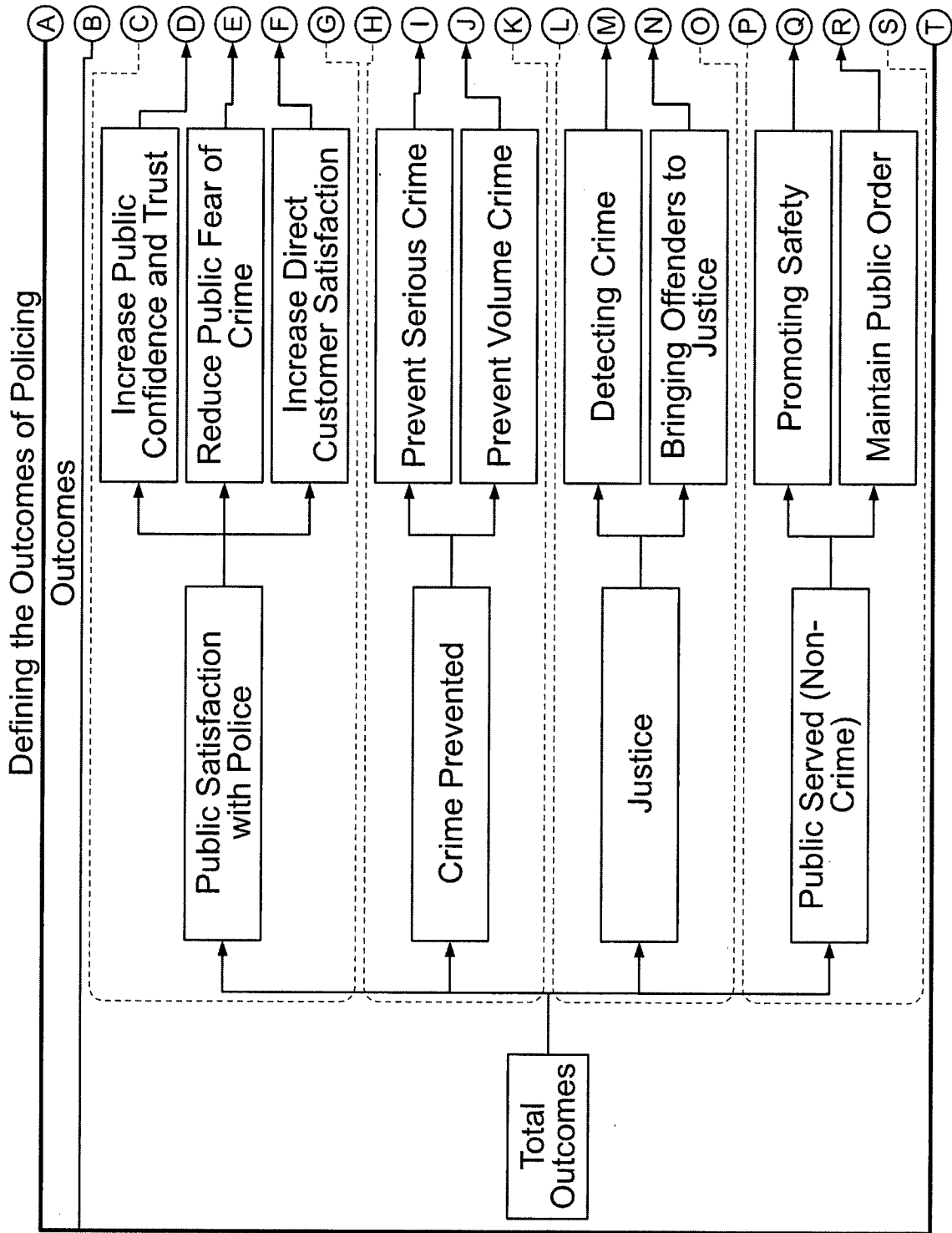


FIG. 15A-1

REPLACEMENT SHEET

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200

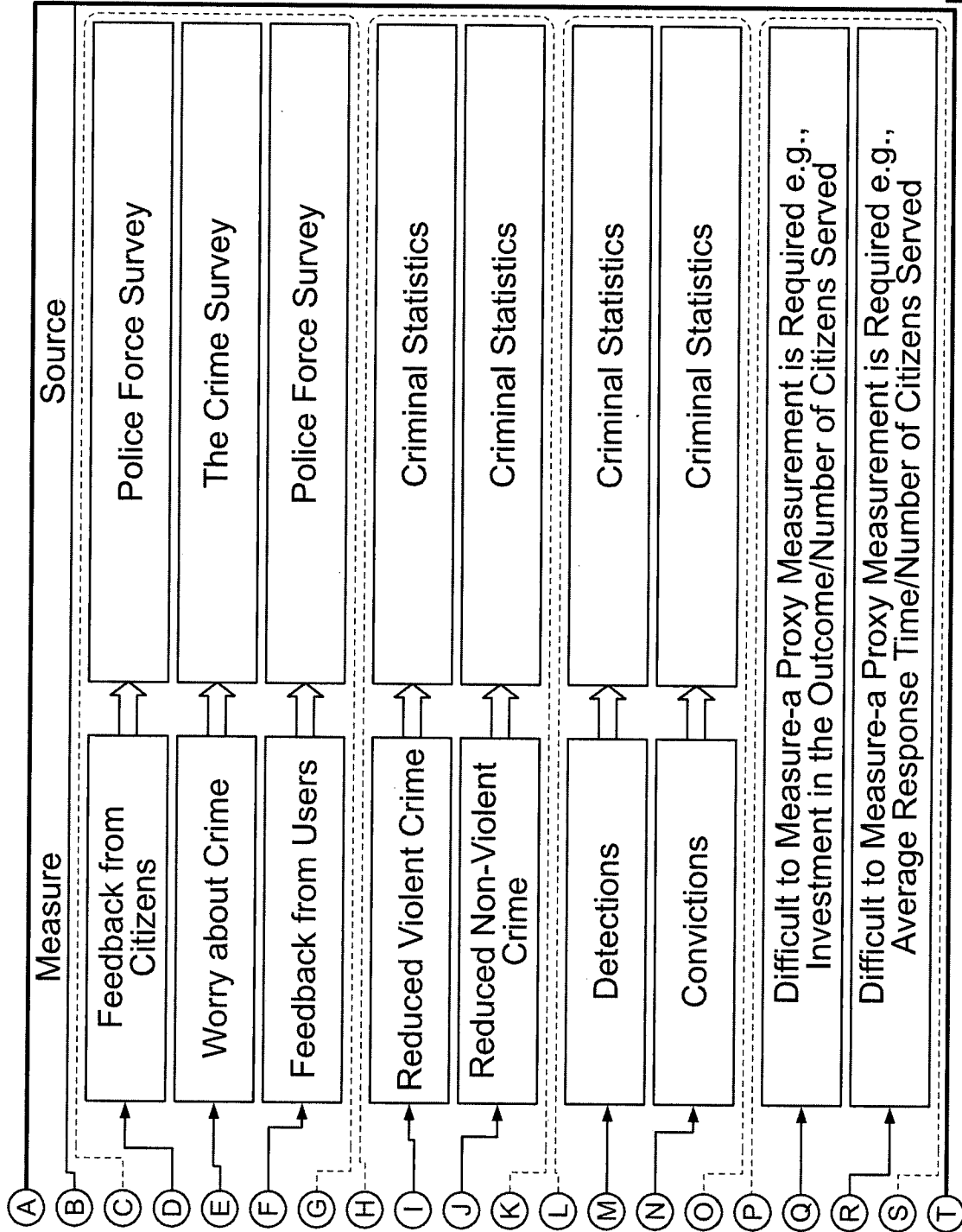


FIG. 15A-2

REPLACEMENT SHEET
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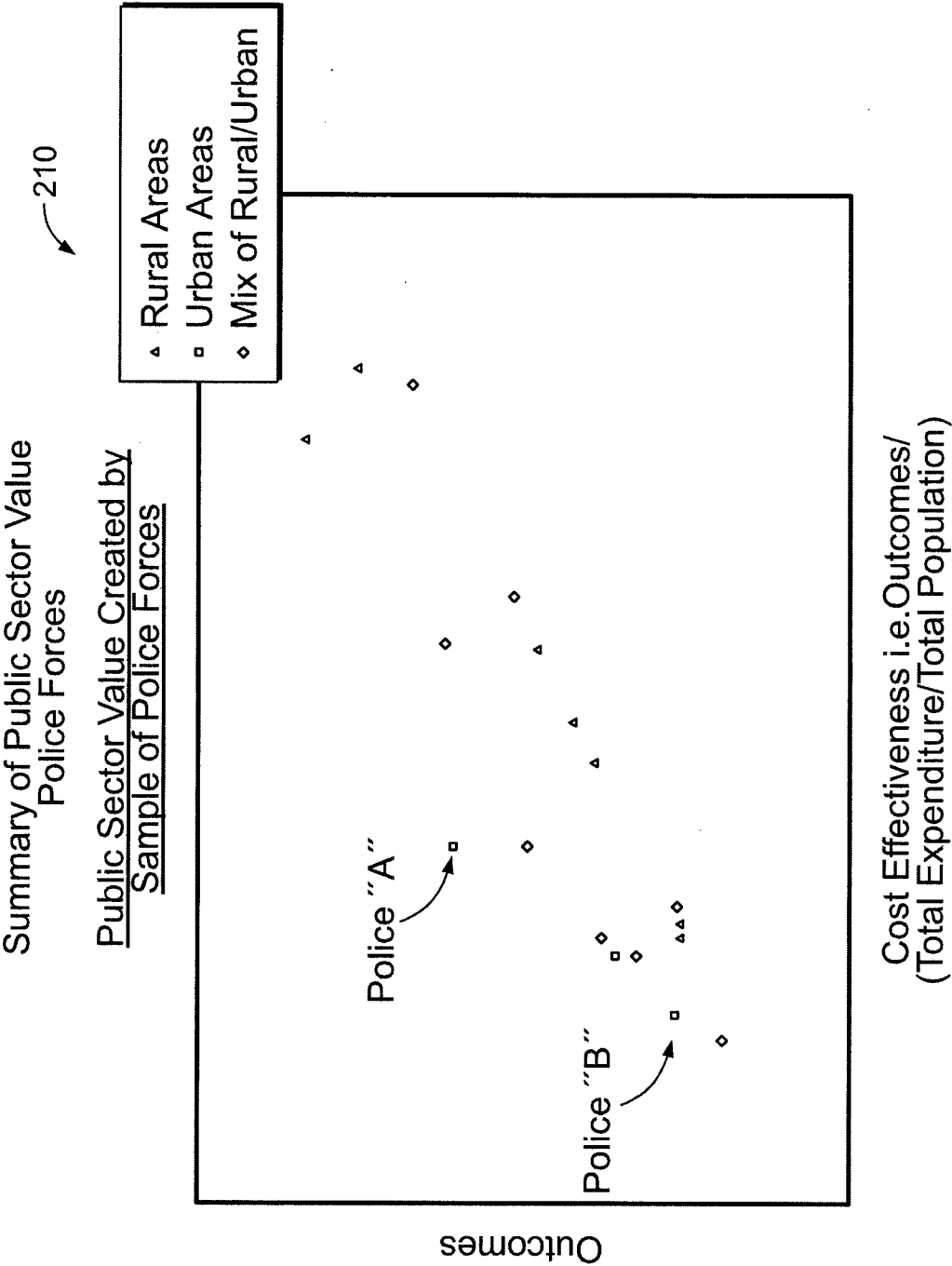


FIG. 15B

REPLACEMENT SHEET

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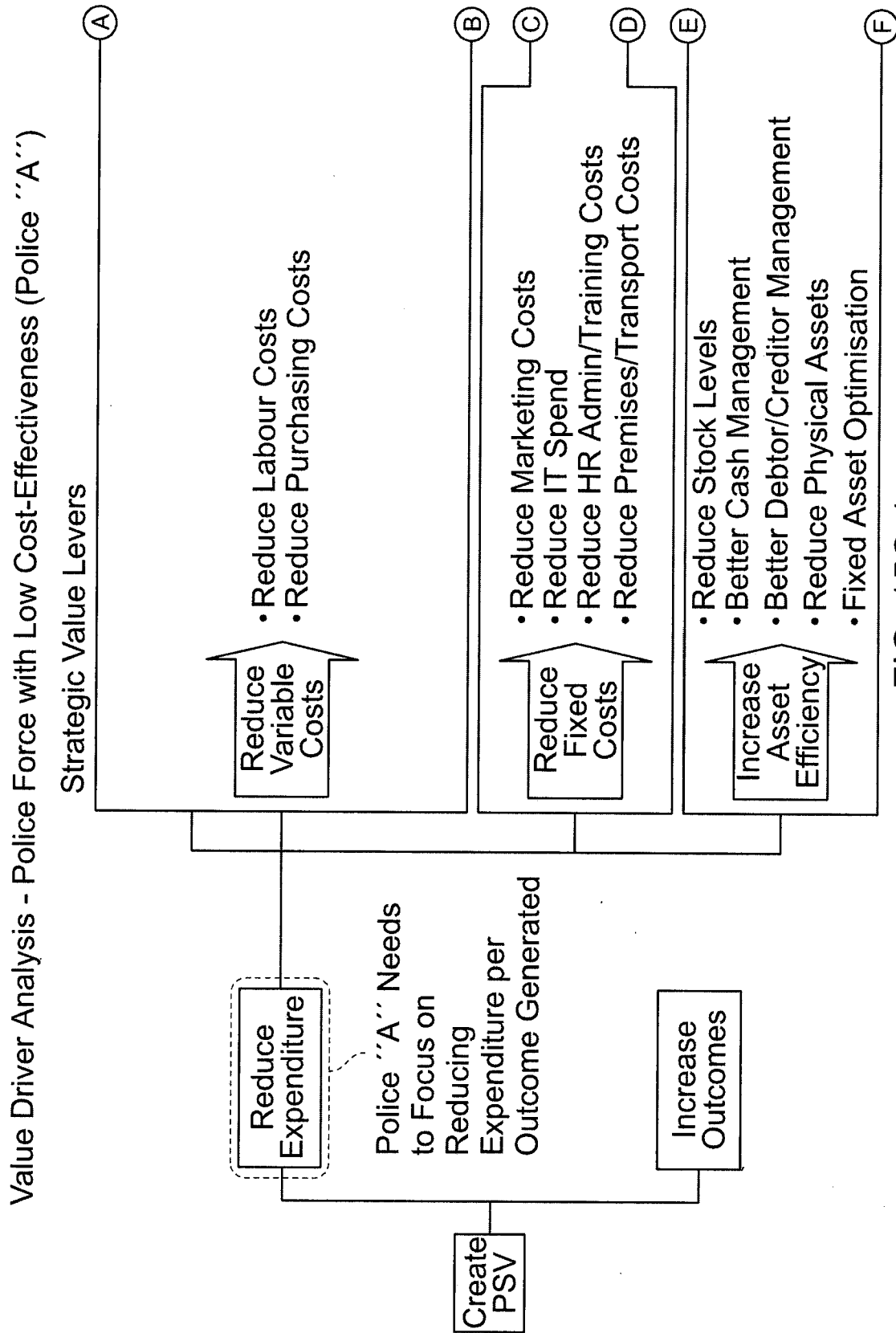


FIG. 15C-1

REPLACEMENT SHEET

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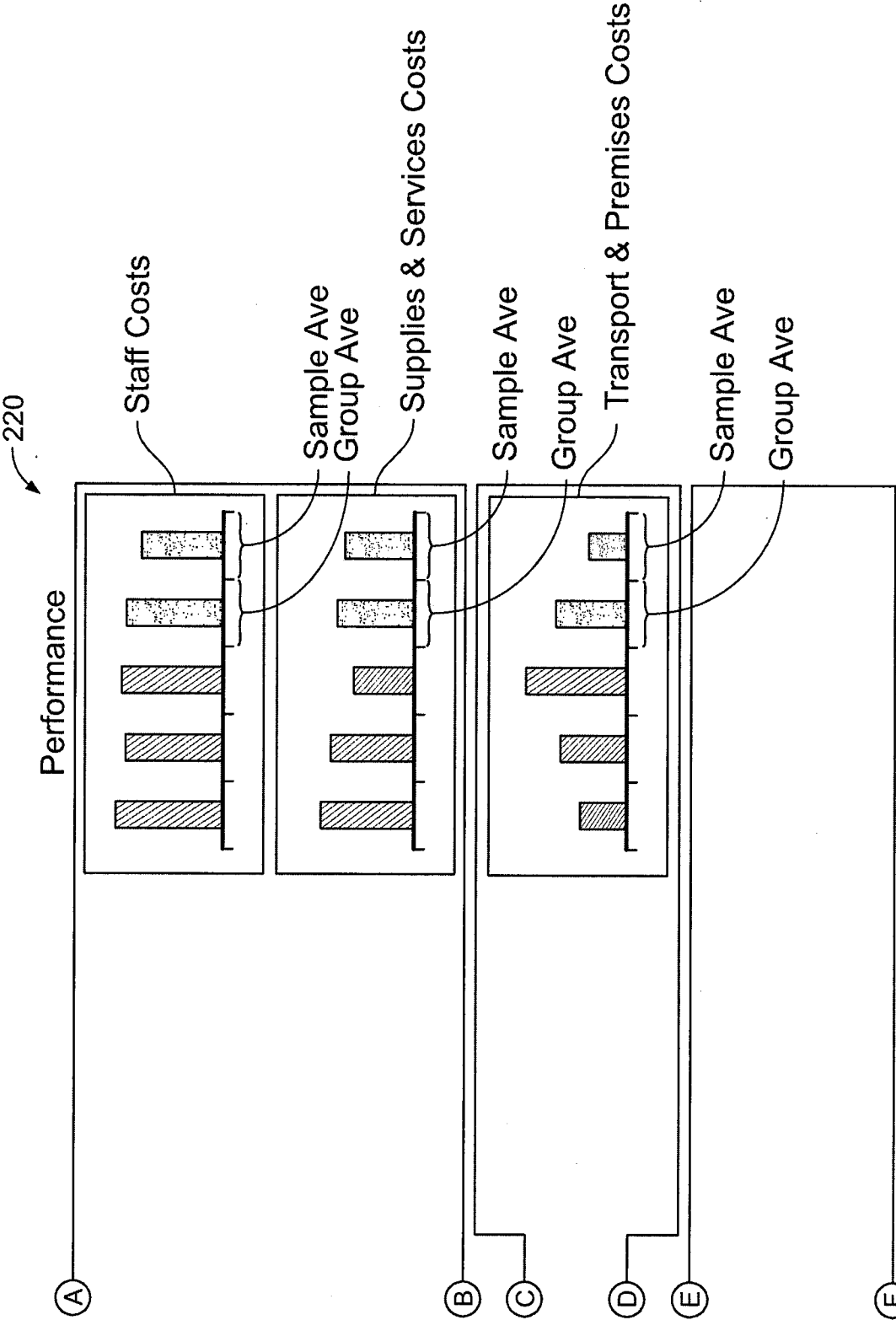


FIG. 15C-2

REPLACEMENT SHEET

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Value Driver Analysis - Police Force with Low Cost-Effectiveness Police "A"

Strategic Value Levers		Accenture Market Offerings
<div>Reduce Variable Costs</div>	<ul style="list-style-type: none">• Reduce Labour Costs• Reduce Purchasing Costs	<ul style="list-style-type: none">• Human Performance• Integrated Web Services• Procurement Process Enhancement• eProcurement• Supplier Managed Procurement
<div>Reduce Fixed Costs</div>	<ul style="list-style-type: none">• Reduce Marketing Costs• Reduce IT Spend• Reduce HR Admin / Training Costs• Reduce Premises/Transport Costs	<ul style="list-style-type: none">• Customer Relationship Management• IT Outsourcing• Project and Program Management• HR Outsourcing• eLearning• Fulfilment (SCM)
<div>Increase Asset Efficiency</div>	<ul style="list-style-type: none">• Reduce Stock Levels• Better Cash Management• Better Debtor/Creditor Management• Reduce Physical Assets• Fixed Asset Optimisation	<ul style="list-style-type: none">• Supply Chain Value Assessment (SCVA)• Supplier Managed Procurement• eProcurement• B2B Marketplaces and eMarkets• eFinance• Back Office Performance

FIG. 15D

REPLACEMENT SHEET

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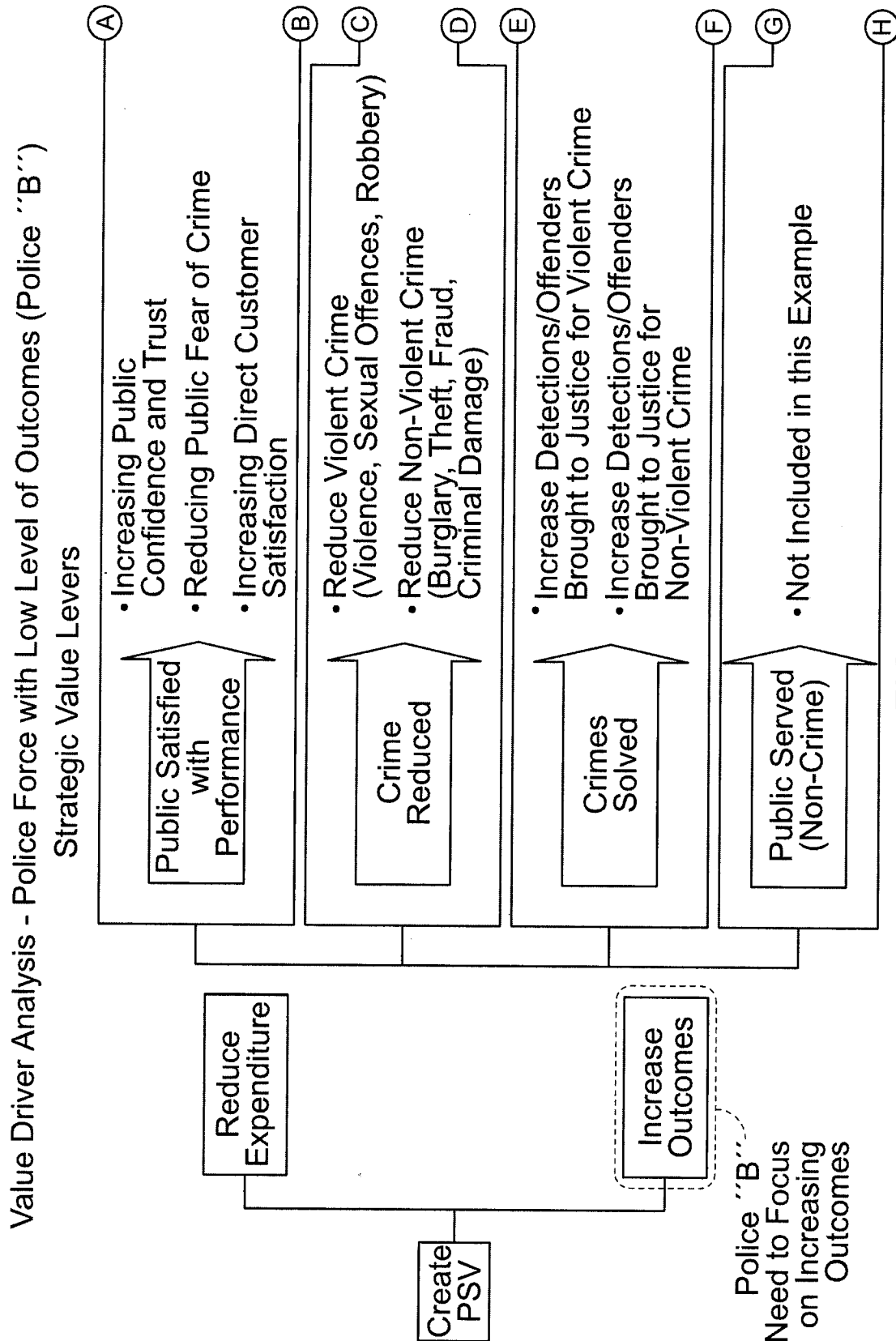


FIG. 15E-1

REPLACEMENT SHEET

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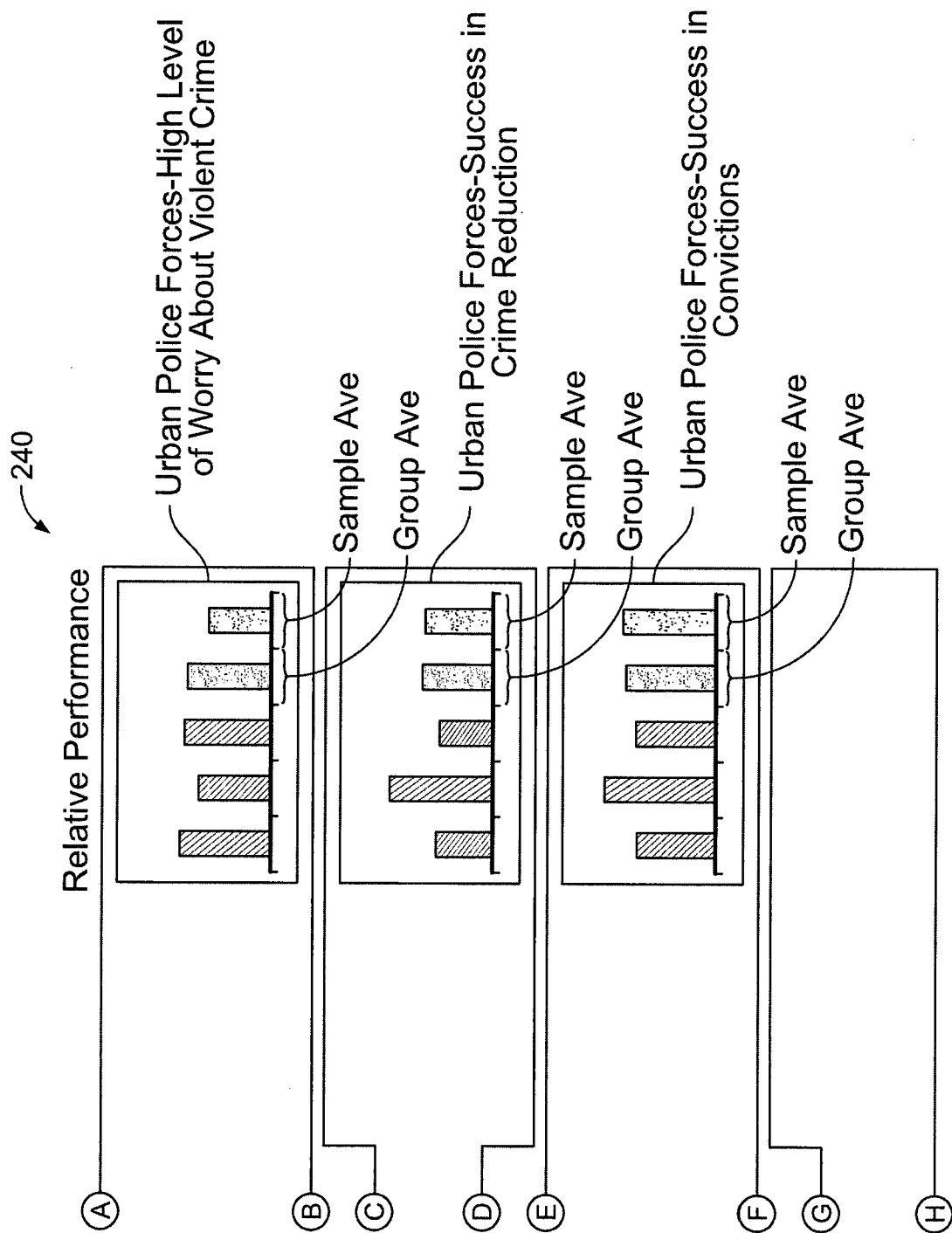


FIG. 15E-2

REPLACEMENT SHEET

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Value Driver Analysis - Police Force with Low Level of Outcomes (Police "B")

250 →

Strategic Value Levers		Market Offerings
Public Satisfied with Performance	<ul style="list-style-type: none"> • Increasing Public Confidence and Trust • Reducing Public Fear of Crime • Increasing Direct Customer Satisfaction 	<ul style="list-style-type: none"> • Marketing Strategy • Customer Relationship Management
Crime Reduced	<ul style="list-style-type: none"> • Reduce Violent Crime (Violence, Sexual Offences, Robbery) • Reduce Non-Violent Crime (Burglary, Theft, Fraud, Criminal Damage) 	<ul style="list-style-type: none"> • Knowledge Management • Customer Relationship Management • IT Outsourcing • Project and Program Management
Crimes Solved	<ul style="list-style-type: none"> • Increase Detections/Offenders Brought to Justice for Violent Crime • Increase Detections/Offenders Brought to Justice for Non-Violent Crime 	<ul style="list-style-type: none"> • Case Management • Knowledge Management • Customer Relationship Management • Process Reengineering

FIG. 15F

REPLACEMENT SHEET

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Industry Analysis

- Value Levers Could Be:
- Labour Costs
- IT Costs
- HR Costs

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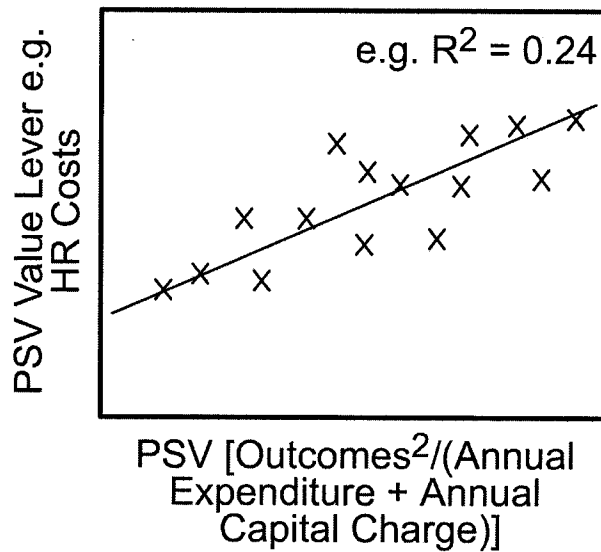


FIG. 16

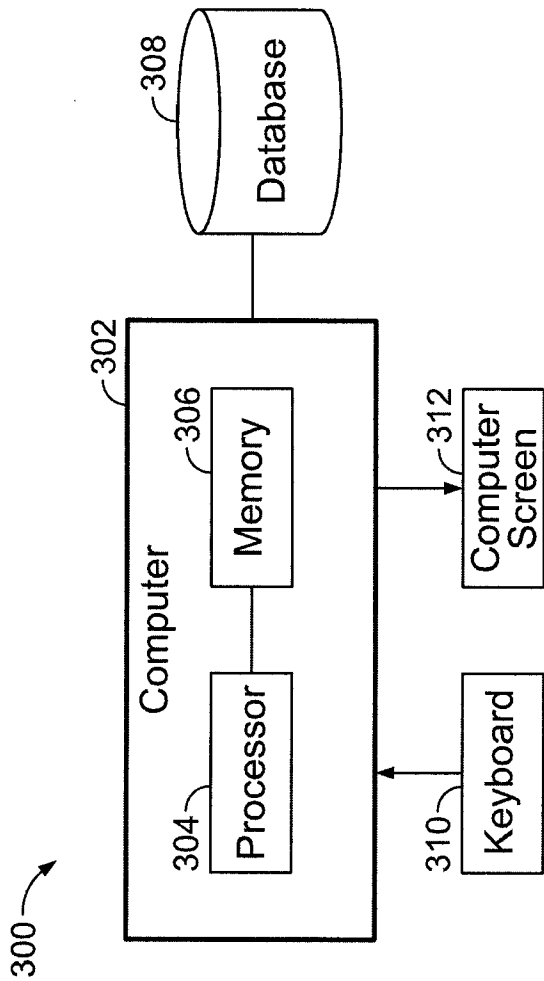


FIG. 17

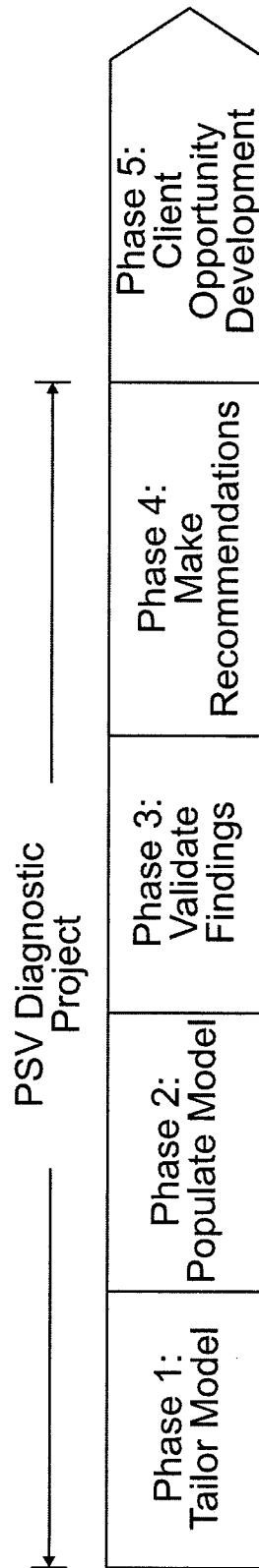


FIG. 18